

Two Strong Forces Creating Revolution in Commerce

- Globalization
- Consumer Pull

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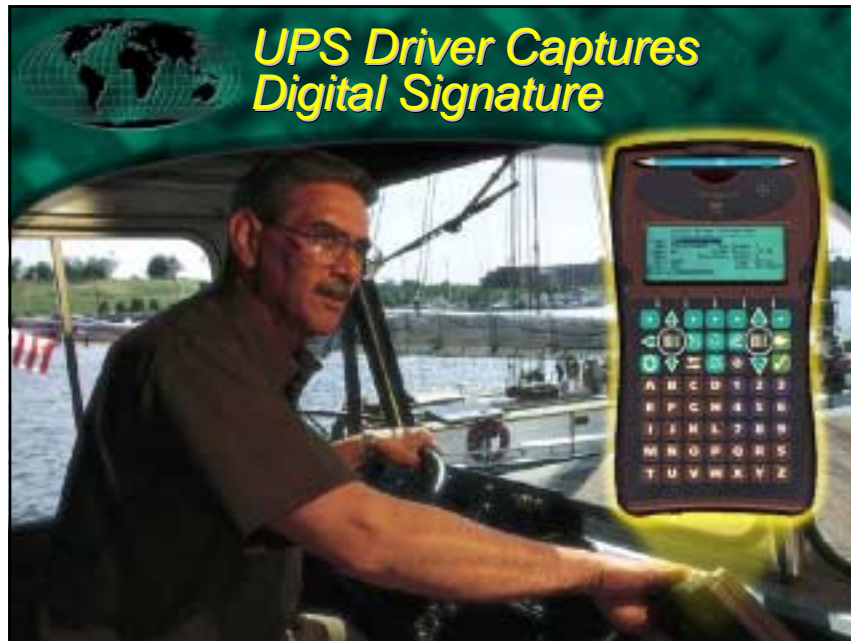
- Globalization
- Consumer Pull

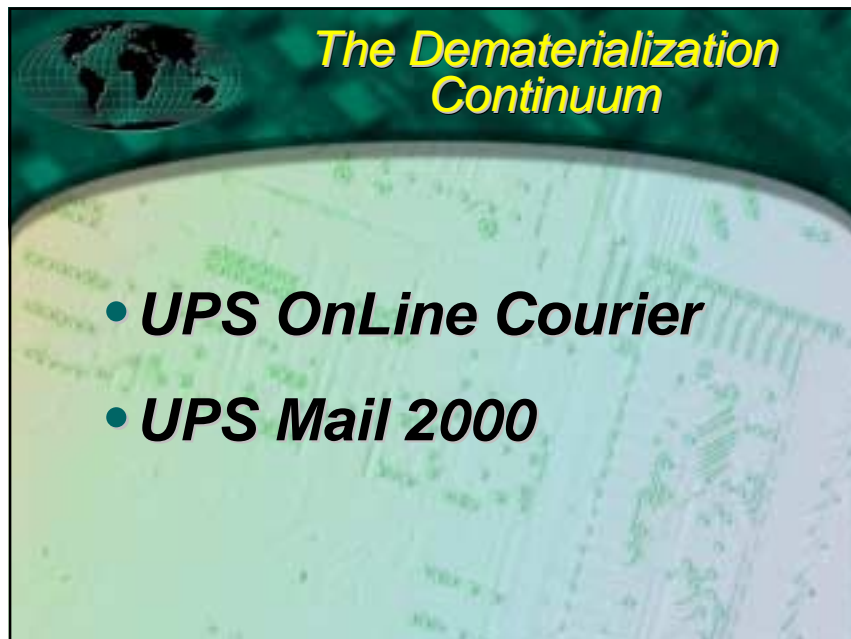
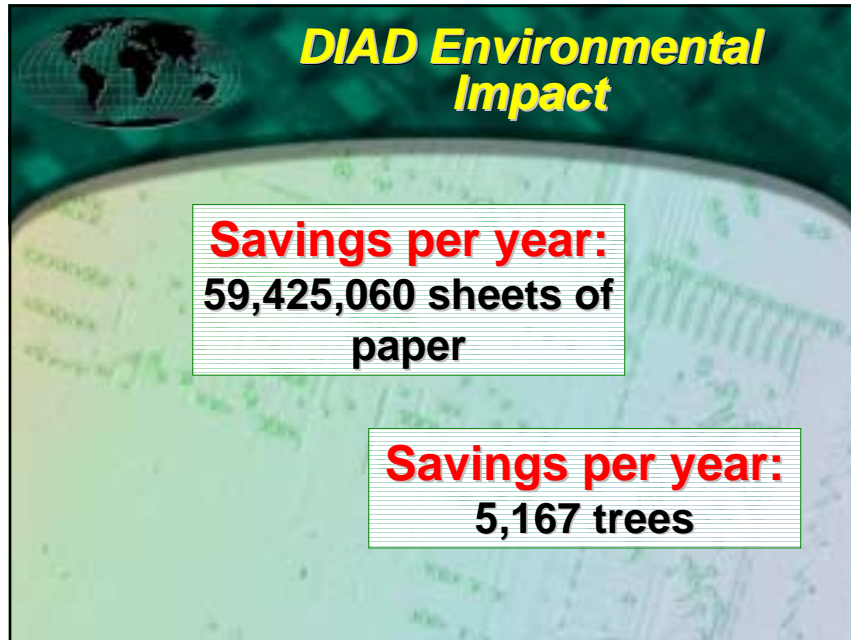


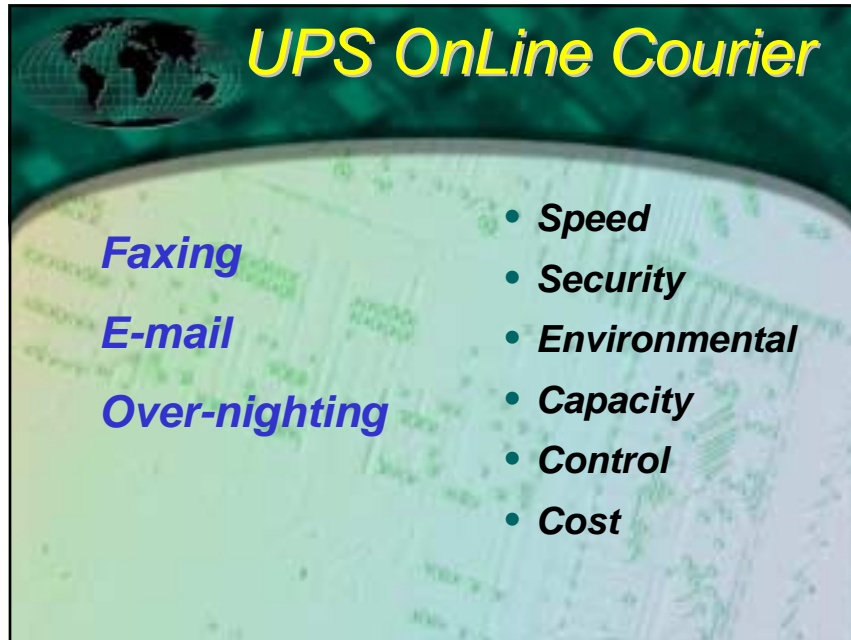
LauderdaleLilies.com is Virtual

- Owns no nurseries, warehouses, or storefronts
- Partnerships:
 - Nurseries in Colombia and Costa Rica
 - United Parcel Service
- Streamlined supply chain has reduced costs and environmental impacts

**United Parcel Service
Paul Smith**



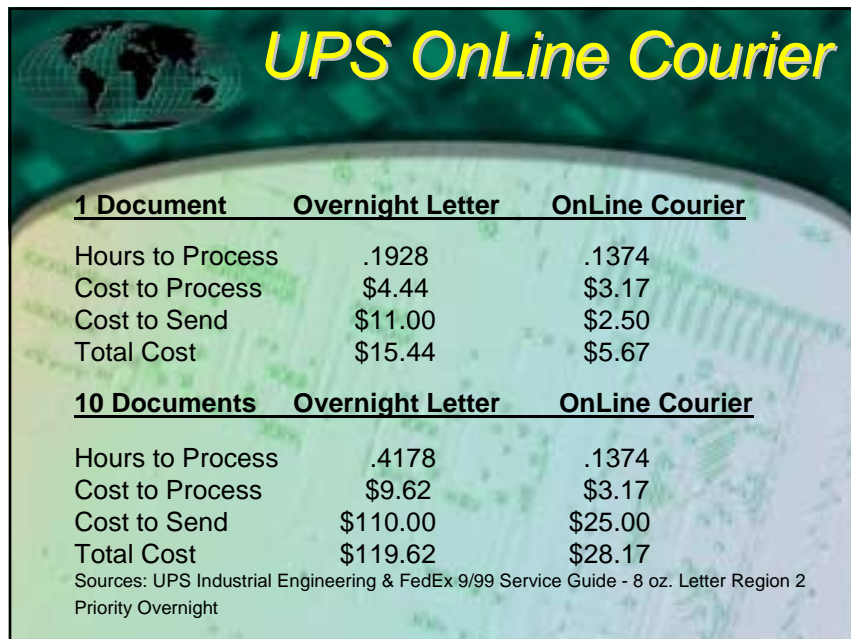




UPS OnLine Courier

Faxing
E-mail
Over-nighting

- **Speed**
- **Security**
- **Environmental**
- **Capacity**
- **Control**
- **Cost**



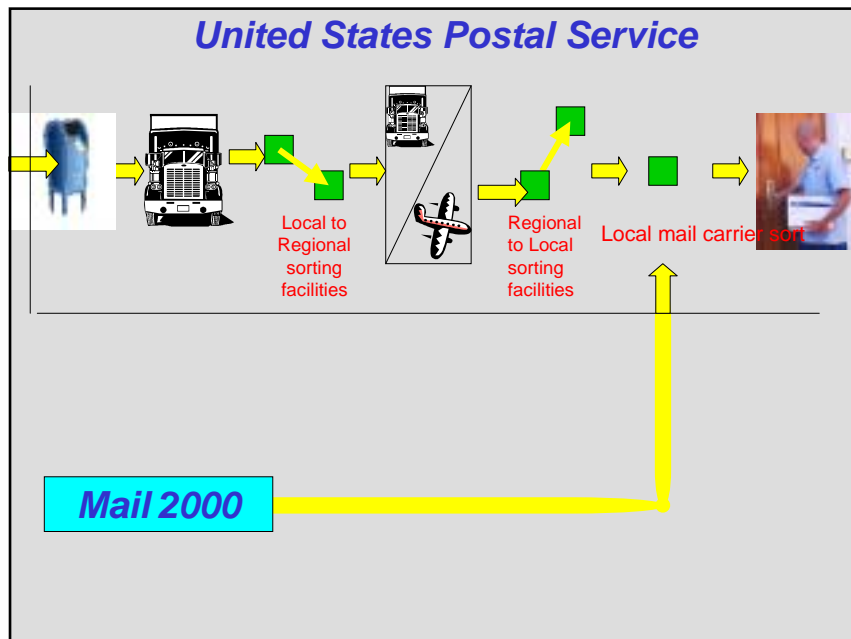
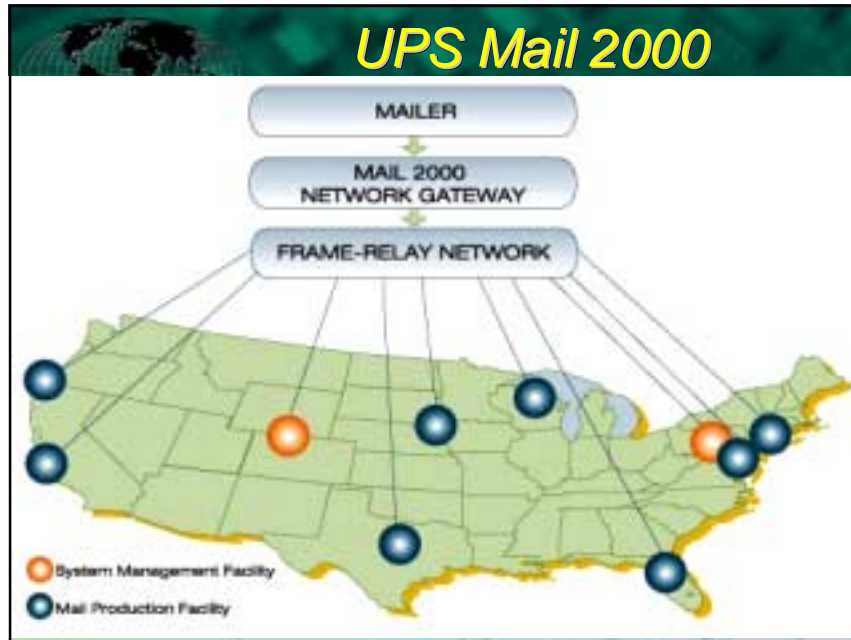
UPS OnLine Courier

<u>1 Document</u>	<u>Overnight Letter</u>	<u>OnLine Courier</u>
Hours to Process	.1928	.1374
Cost to Process	\$4.44	\$3.17
Cost to Send	\$11.00	\$2.50
Total Cost	\$15.44	\$5.67

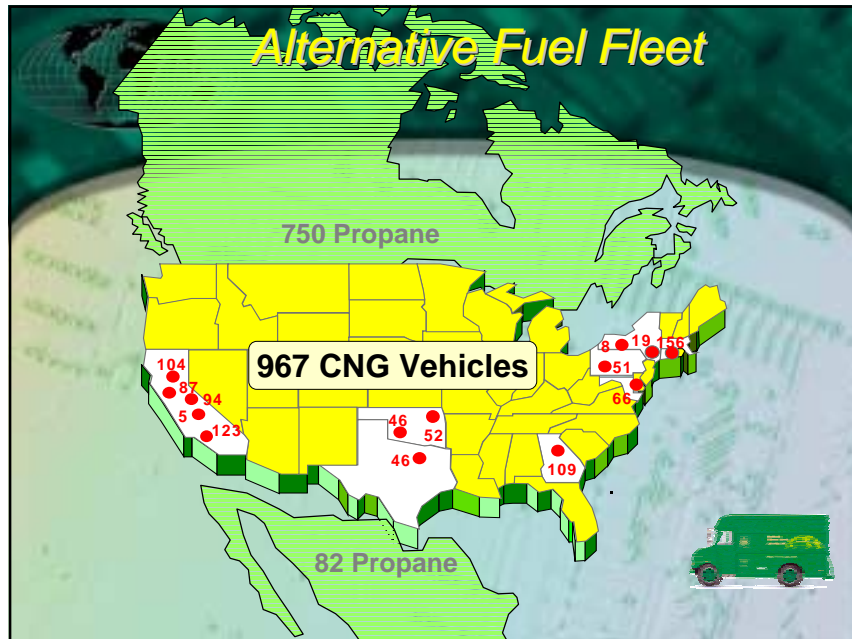
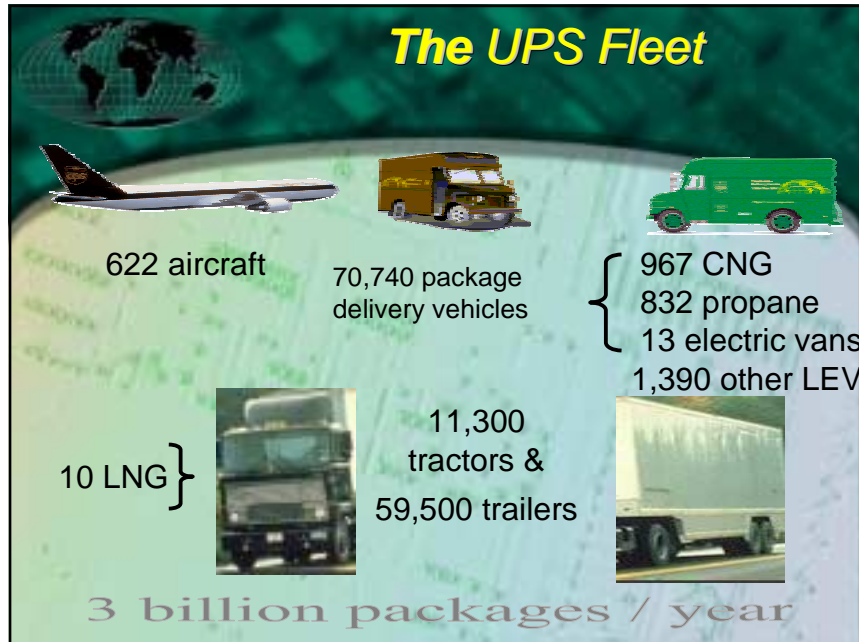
<u>10 Documents</u>	<u>Overnight Letter</u>	<u>OnLine Courier</u>
Hours to Process	.4178	.1374
Cost to Process	\$9.62	\$3.17
Cost to Send	\$110.00	\$25.00
Total Cost	\$119.62	\$28.17

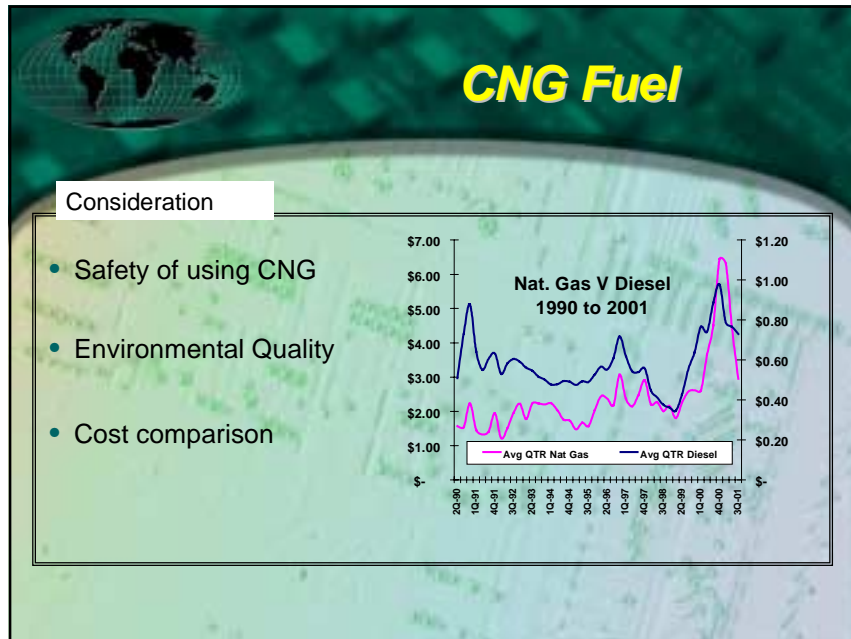
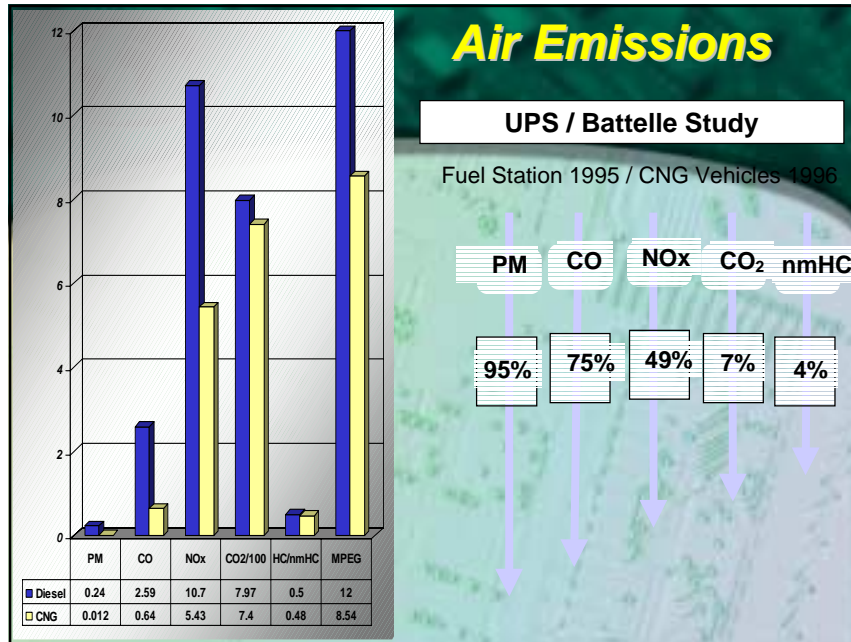
Sources: UPS Industrial Engineering & FedEx 9/99 Service Guide - 8 oz. Letter Region 2
Priority Overnight

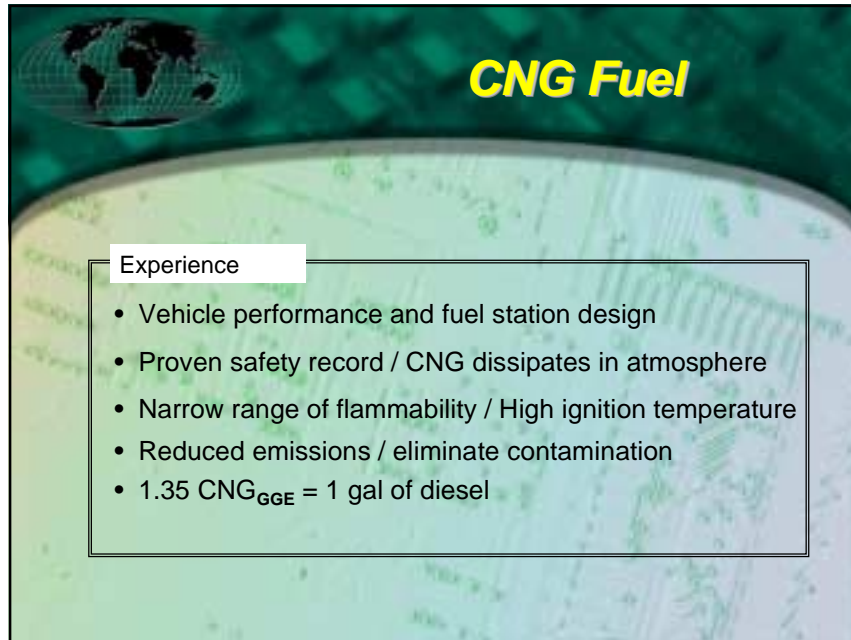
**United Parcel Service
Paul Smith**







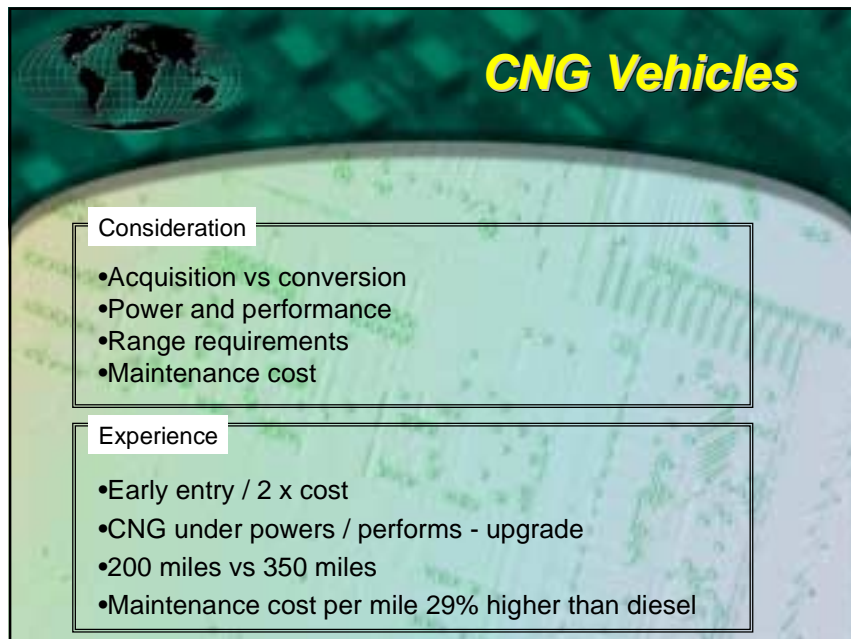




The slide features a green background with a globe icon in the top left corner. The title "CNG Fuel" is displayed in yellow text in the top right. A central white box with a black border contains the following text:

Experience

- Vehicle performance and fuel station design
- Proven safety record / CNG dissipates in atmosphere
- Narrow range of flammability / High ignition temperature
- Reduced emissions / eliminate contamination
- 1.35 CNG_{GGE} = 1 gal of diesel



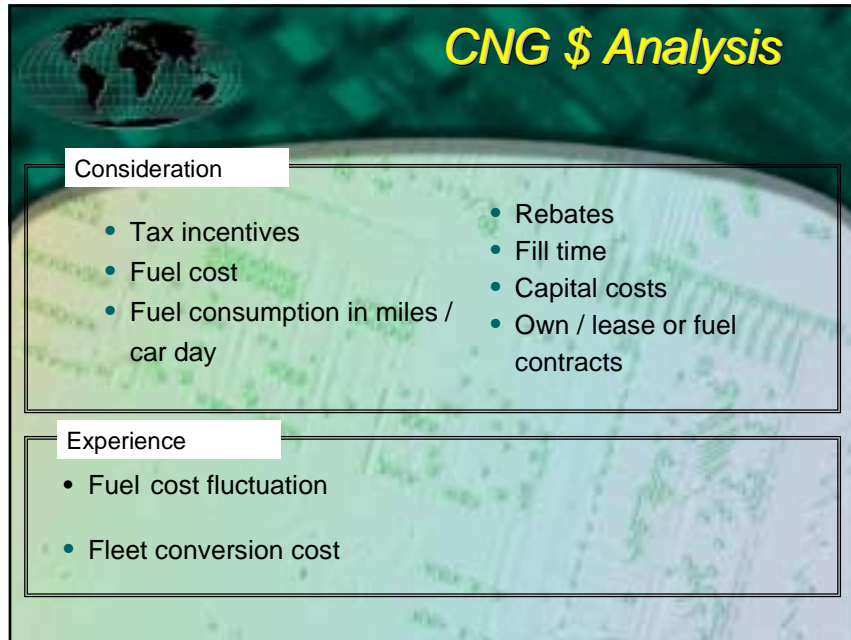
The slide features a green background with a globe icon in the top left corner. The title "CNG Vehicles" is displayed in yellow text in the top right. Two white boxes with black borders are stacked vertically, containing the following text:

Consideration

- Acquisition vs conversion
- Power and performance
- Range requirements
- Maintenance cost

Experience

- Early entry / 2 x cost
- CNG under powers / performs - upgrade
- 200 miles vs 350 miles
- Maintenance cost per mile 29% higher than diesel



CNG \$ Analysis

Consideration

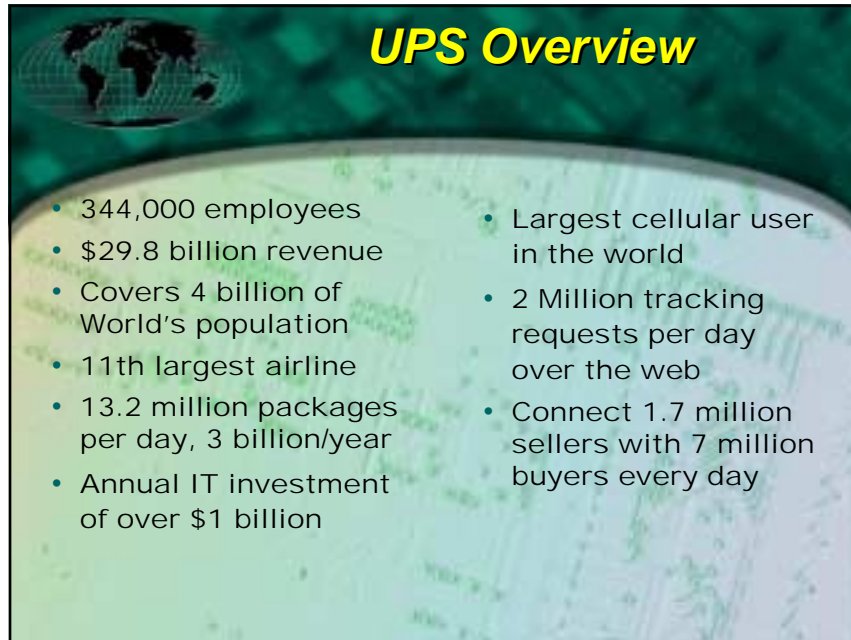
- Tax incentives
- Fuel cost
- Fuel consumption in miles / car day
- Rebates
- Fill time
- Capital costs
- Own / lease or fuel contracts

Experience

- Fuel cost fluctuation
- Fleet conversion cost

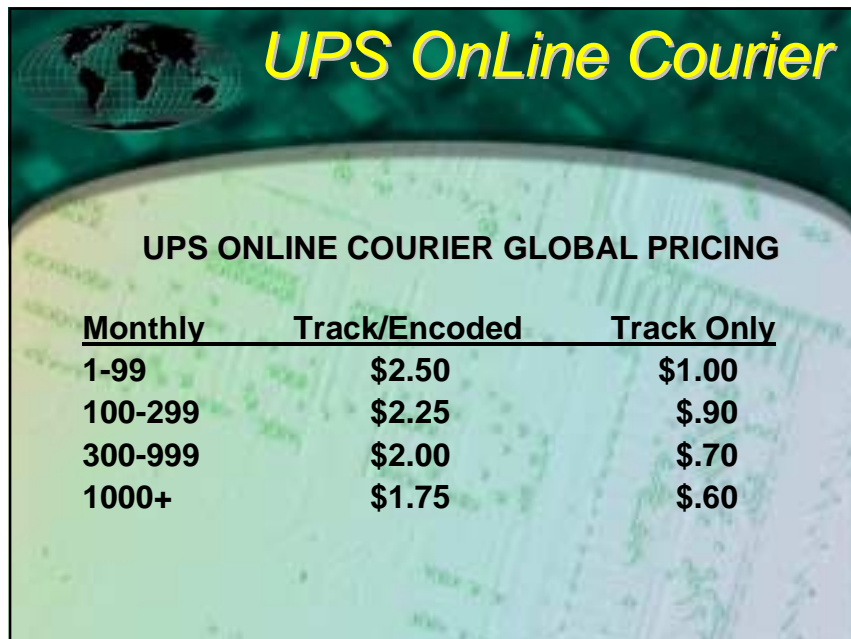


Background United Parcel Service



UPS Overview

- 344,000 employees
- \$29.8 billion revenue
- Covers 4 billion of World's population
- 11th largest airline
- 13.2 million packages per day, 3 billion/year
- Annual IT investment of over \$1 billion
- Largest cellular user in the world
- 2 Million tracking requests per day over the web
- Connect 1.7 million sellers with 7 million buyers every day



UPS OnLine Courier

UPS ONLINE COURIER GLOBAL PRICING

<u>Monthly</u>	<u>Track/Encoded</u>	<u>Track Only</u>
1-99	\$2.50	\$1.00
100-299	\$2.25	\$.90
300-999	\$2.00	\$.70
1000+	\$1.75	\$.60

